

LYNN SIGHT



Joyce B. Shelfo
Director of
Cultural Communications

From the Editor

With a gift of \$6 million bringing a challenge grant of \$3 million and a match of \$3 million, the new \$12 million International Center for Business (conceptual drawings inside) will soon be constructed on campus. What a great way to usher in Lynn University's 50th anniversary year!

Thanks to an alum, who wishes to remain anonymous, this gift allows the university to expand learning, study and conversational areas for the university's largest academic unit, the College of Business and Management, thereby providing greater experiential learning opportunities outside the classroom.

This new center, as well as the other buildings and facilities shown on pages 4 and 5, addresses the university's strategic plan, *Lynn 2020: focusing on our future*, that recommends a number of campus improvements, additions and enhancements.

As usual, *LynnSight's* fall issue includes a list of Leadership Society donors for the 2011-12 fiscal year (page 7) and a list of loyal alumni donors who have given annual gifts for the past three or more years in a row (back page).

We welcome our returning students and incoming freshmen to the fall semester, and look forward to a year of celebrating Lynn's 50th birthday...and of course, the final presidential debate on Oct. 22.

Joyce



Tom Kruczek, dean of the College of Business and Management, shows students Harika Rao and Carlos DeLaRiva plans for the new International Business Center.

\$6 MILLION LEAD GIFT BRINGS CHALLENGE GRANT FOR NEW INTERNATIONAL BUSINESS CENTER

AN ANONYMOUS ALUMNI DONOR HAS STEPPED FORWARD TO GIFT LYNN UNIVERSITY WITH \$6 MILLION TOWARD CONSTRUCTION OF THE \$12 MILLION INTERNATIONAL BUSINESS CENTER.

With this very generous donation comes a challenge: If an additional \$3 million is raised by the university, the donor will match it with \$3 million, bringing the total to \$12 million needed for construction.

The university has received its first \$1 million gift toward the challenge from the estate of Arnold and Marlene Goldstein.

Architectural plans are underway. The university is accepting gifts to meet the donor's match and is in the process of developing naming opportunities.

"We are so excited about the incredibly generous donation that will build a brand new business school," says Tom Kruczek, dean of the College of Business and Management.

"A key part of our mission at Lynn is to prepare our students for success in the world, and today's world is no longer U.S.-centric. We are focused on making sure our students are best prepared to compete in an international business world."

He continues, "We are so fortunate here to have such a globally-diverse student body, which is a huge advantage to every Lynn student. It gives them a true world view. The new building will allow us so many opportunities to expand courses and enhance teaching. There is space specifically designed to encourage collaborative work in teams, just like in the business world where one rarely works alone. Our students will have a full understanding of the nature of working with others, and meet and interact with leaders from the business community."



Architect's conceptual rendering



Architect's conceptual renderings

Goldstein leads challenge for new business center with first \$1 million gift



Marlene and Arnold Goldstein

Marlene Goldstein of Delray Beach, Fla., has made the first gift toward a challenge grant for construction of the campus' new International Business Center.

Her gift of \$1 million is made in honor of her late husband, Arnold, who was a much-loved professor in Lynn's College of Business and Management. His business classes were very popular, and students described him as "a great guy...incredibly knowledgeable."

An author of more than 100 books on topics including asset protection and estate planning, "Arny" was a successful lawyer, businessman and lecturer. Teaching was his love and passion.

"Arny always had a vision for a dynamic business school at Lynn," says Marlene. "He would be so happy to see the direction the university is taking with the new International Business Center. He would have been so proud to have been a

part of both helping to make it a reality and teaching its students. He always considered Lynn to be one big family."

The Goldsteins have always been avid supporters of music at Lynn. The Amarnick-Goldstein Concert Hall was named after them and their friends, Aaron and Roslyn Amarnick. The Goldsteins also are donors to the university's Keith C. and Elaine Johnson Wold Performing Arts Center.

The Goldsteins, kind and generous champions of Lynn, became charter members of The Legacy Society by establishing a planned gift and were consistently recognized in The Leadership Society of Lynn University for their annual gifts.

Arnold passed away February 2010.

Lynn experiences exciting, transformational gifts

The transformative gifts described below have helped shape the course of Lynn University. Donors' philanthropic investments in our campus and programs allow us to "dream big" and provide the best learning environment for our students.

According to Judi Nelson, vice president for development and alumni affairs, "Transformational gifts to Lynn University uniquely impact the university and its future. These gifts reflect donors' belief in Lynn and its mission."

We are forever grateful for the vision of these extraordinary donors:

Elaine Wold provided the lead gift for The Keith C. and Elaine Johnson Wold Performing Arts Center. Fifty-five other major donors joined her to construct and endow this venue, which has attracted thousands since its dedication in 2010. It will host the final presidential debate of the 2012 election.

Thanks to donor Bob Sheetz, a new front entrance now welcomes students, faculty, staff and visitors every day with a safe and beautiful entry. It announces to our guests from around the world that they have arrived at a place of academic and international distinction. Dedication is set for Nov. 1 as part of our Founders Day celebration.

We now look forward to our third transformational gift, which will help build the new International Business Center featured throughout these pages.

While the donor is anonymous, the message sent is loud and clear: business majors make up 50 percent of nearly all our students. They need the classrooms, business labs and collaborative working spaces designed to compete in the global workplace.

With the merger of the College of Business and Management with the College of Hospitality Management, the additional space is critical.

While such generous gifts make us feel humble and grateful, we are reminded that

every gift matters. The Leadership Society donors (at the \$2,500 level and above) contribute 95 percent of annual gifts each year. And as the university's alumni move forward in their careers, we have seen a developing pattern of engaged alumni who give in consecutive years. It is not the dollar amount that has the impact, but the number of alumni who give and the importance of their loyalty.

Every gift of every size indicates support for the mission of the university.



Judi Nelson with chef José Duarte '95, '98 at his award-winning restaurant, Taranta, where he hosted a reception for Boston area alumni in September.

The changing faces of campus

Priority Five of the university's strategic plan, *Lynn 2020 our focus on the future*, (www.lynn.edu/2020), directs us to seek funding for the construction of crucial student, academic and athletic facilities as well as endowments for professorships, scholarships and programs.

We are grateful to the exclusive and lead donors who have made these campus buildings and facilities possible, thereby helping us address the strategic plan.



PERPER PLAZA
Dedicated Nov. 7, 2007

The Perper Plaza, located in front of the student center, doubles the size of the outdoor community space at the heart of campus, and serves as a site for many campus activities.

Donors: Mary and Harold Perper



PERPER TENNIS COMPLEX
Dedicated Jan. 29, 2010

The six-court Perper Tennis Complex, with covered center-stadium seating, is home to Lynn's seven-time national championship tennis program.

*Lead donors: Mary and Harold Perper
23 additional donors*



KEITH C. AND ELAINE JOHNSON WOLD PERFORMING ARTS CENTER
Dedicated March 18, 2010

This intimate, 750-seat theatre hosts theatrical performances and concerts, as well as guest speakers, community forums and conferences. Award-winner Bernadette Peters was the grand opening performer.

*Lead donor: Elaine Johnson Wold
72 additional donors*



WOLD AUDITORIUM



REMEMBRANCE PLAZA
Dedicated March 16, 2012



FRONT ENTRANCE
Scheduled dedication: Nov. 1, 2012



BACK ENTRANCE AND BENJAMIN OLEWINE III NATURE PRESERVE
Tentative dedication date: spring 2013

hosts live
conservatory
makers,
ences. Tony
ers was the

Vold

A place of reflection and remembrance, the plaza tells the story of the four Lynn students and two faculty members who, while on the Journey of Hope service mission to Haiti, lost their lives in the earthquake on Jan. 12, 2010.

554 donors

The redesign, beautification and safety features for the campus' main entrance off Military Trail include five lanes for better traffic flow and a traffic light.

Donor: G. Robert Sheetz

A new west entrance on Potomac Road adds vehicle access to the perimeter of campus. The Benjamin Olewine III Nature Preserve is home to Florida scrub and provides a living laboratory for the study of this ecosystem.

Donor: Benjamin Olewine III

Sandelman establishes endowed scholarship for business students

In honor of her late husband, Robert M. Sandelman, who passed away in September 2009, Linda Sandelman established three gifts at Lynn University in his honor: the Robert M. Sandelman Endowed Scholarship for the College of Business and Management; the complete rights to his book, *The Problem is They Don't Know the Problem*; and a planned gift included in Linda's will.

Awarded to students on both merit and need, The Robert M. Sandelman Endowed Scholarship for the College of Business and Management provides for graduate and undergraduate students in the College of Business.

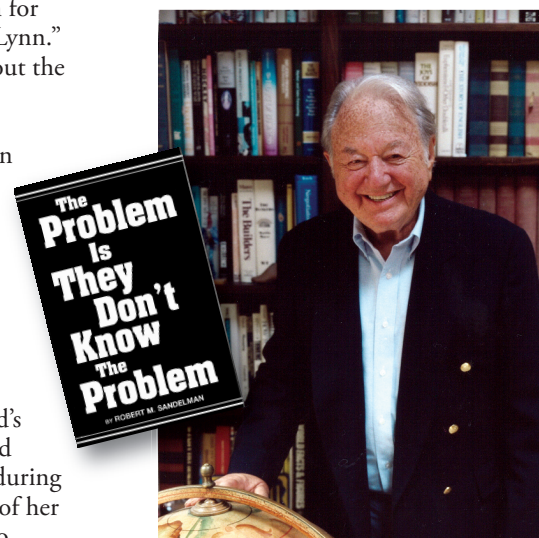
Sandelman was a guest lecturer in Lynn's College of Business and Management in the

mid 1990s. "He always loved coming over to the campus," says Linda. "He loved the atmosphere at Lynn. He loved the international quality of the university and meeting people from all over the world. And he especially liked that there was room for everybody ... everyone is welcome at Lynn." She adds, "He would be so excited about the new International Business Center."

Formerly of New York City, Sandelman was the creator of the American Express Gold Card and founder of the Robert M. Sandelman Foundation. Called the "Wizard of Sales Promotions," he started the first sales promotion agency in America.

Linda Sandelman's gifts in her husband's memory fund the Sandelman Endowed Scholarship through donations made during her lifetime and a planned gift as part of her estate. She will have the opportunity to interact with students who receive the

scholarship now and the confidence to know her generosity and her husband's legacy will last into the future.



Robert M. Sandelman

Leave it to LYNN.

We all want to make a positive difference in the lives of future generations. A decision now to make a planned gift to Lynn will impact education for future students.

Leaving a legacy is personally satisfying. Through a simple estate gift in your will, or through life income vehicles, your planned gift will make a difference.

A planned gift or provision for a future gift to Lynn University may be accomplished through:

- A bequest provision in a will
- A charitable gift annuity
- A charitable remainder trust
- A charitable lead trust

You may direct your planned gift toward endowed scholarships, professorships or programs. That means your name will live in perpetuity at Lynn University.

Make the gift of your lifetime.

For more information, contact Lisa Miller at 561-237-7745 or lmiller@lynn.edu



Your *gift* today
will help
tomorrow's students.

THE LEADERSHIP SOCIETY

OF LYNN UNIVERSITY

THE LEADERSHIP SOCIETY

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It's not the size of the gift that matters, it's the number of alumni who give.

Alumni giving rate is the highest yet!

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Ronnie (Glines) Payne '01, Pa.

"It is great to know that I can set up my gift in monthly credit card installments and not have to worry about it again. I get so busy, so this is a way to make sure my annual gift is in every year."



Mary '89 & Joe '89 Veccia, Fla.

"We give to Lynn every year because we believe strongly in educating the next generation. We understand how critical annual gifts are to the university and we want to continue to be involved by giving back."



Sam Van Allen '01, Conn.

"Lynn has taken a dynamic approach to alumni donations by setting goals based on the increasing number of alumni supporting Lynn instead of the amount of the donation. It's a great way to get people in the habit of giving back early and makes every person's contribution significant regardless of the amount."

A gift made every year helps students every day.



OFFICIAL HOST
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